

DELVE INTO HOW INTELLIGENT SOFTWARE PROCUREMENT CAN ENHANCE YOUR BUSINESS...

...WITH COMPUTACENTER



COMPUTACENTER CAN HELP CUSTOMERS

WITH MARKETPLACE

WE BELIEVE...

There is a new approach in how organisations procure software. It begins with how software is viewed and how it is sourced.

This shift reflects the growing importance of software and the role that Computacenter play in helping customers maximise modern software procurement.

Customers face a number of challenges in their software supply chain:

- Management of risk
- Supplier navigation
- Difficult migration and transition
- Lack of control and management of user access in the cloud
- High costs of legacy software licensing and maintenance
- Supporting the design and implementation of new software solutions.
- Lack of visibility of software usage

Computacenter provide independent guidance and advice to ensure our customers can procure software in the most efficient way possible, leveraging commercial, licensing and technical levers to optimise spend.

Computacenter can help customers with:

- Analysis of their software needs
- Risk mitigation
- Supplier relationship management with our hyperscalers
- Leveraging our hyperscalers Marketplace to enable agile, controlled and managed software spend
- Market assessment services
- Supporting the design and implementation of new software solutions
- Independent advice



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WHY MARKETPLACE?

FIND, BUY AND CONSUME SOFTWARE ON DEMAND

Organisations are looking for simplification in the way they procure their software. Many companies aim to purchase the relevant software from fewer providers, seeking guidance on the mitigation of risks as well as optimising costs. They seek guidance on migration feasibility and user access on the cloud and how to manage it. Importantly they're looking to simplify and streamline purchasing, licensing and invoicing - which includes a shift to subscription and SaaS.

WORKING WITH COMPUTACENTER

Computacenter will support you, through a governed route to procure and ensure you source the right technology, at the right time and the right price.

We will help you to select and deploy fit-for-purpose software and online services that help you reduce cost and complexity, mitigate risk and achieve your organisational objectives.

Computacenter will provide independent guidance to ensure customers procure in the most cost-effective way, leveraging commercial, licensing and technical levers to optimise spend.



RAPID PROCUREMENT

The selection and implementation of software and online services that are bespoke to your individual needs. Through our services our goal is to help you reduce cost and complexity, mitigate risk and achieve your organisational objectives.

VERIFIED

All Marketplace software is continually scanned to ensure its reliability.

CATALOGUED, CURATED AND EVER-EVOLVING

An extensive range of software across a comprehensive range of categories, **in an ever-growing catalogue.**

FLEXIBLE PAYMENT MODELS

Marketplace gives you the ability to test software, negotiate customer terms and variable consumption models, so you never pay for more than you use.

You're also able to reduce costs with long-term commitments and consolidate billing into one invoice.





MAXIMISE THE POTENTIAL...

...OF SOFTWARE ADVISORY SERVICES



SOFTWARE ADVISORY SERVICES

Computacenter will assist in building application and data platforms for the future business needs of our customers and help co-create new innovative software services.

- We help advise on modernisation strategies – **i.e. moving from perpetual to SaaS or container deployments.**
- We'll help you understand what to retire, what to replace and what to move to a **more appropriate and efficient environment.**
- Computacenter will help you to optimise your cloud by analysing usage and advising you on the **right platform and commercial models for your individual workloads.**



MAXIMISE THE POTENTIAL...

...OF SOFTWARE OPTIMISATION



SOFTWARE OPTIMISATION

With controls and visibility, organisations can reduce untimely software purchases and enhance negotiation power, as required software is purchased once, in high volume. Our staged approach to Software License Optimisation will proactively manage your software estate.

- Contract licensing and rightsizing, support and maintenance, **plus software tail spend consolidation.**
- Computacenter has the deep technical knowledge and skills to help you understand and **optimise your spend, whilst mitigating risk.**

Computacenter is an industry-recognised leader in dynamic procurement and renewals management. Please follow the link below to read more on Computacenter's Technology Insights, including how customers are unlocking success with Software Marketplaces.

FIND OUT MORE





MAXIMISE THE POTENTIAL...

...WITH SOFTWARE CONSOLIDATION



SOFTWARE CONSOLIDATION

There's little understanding of how much money organisations waste on unmanaged software spending, and even less on how to best manage software to realise greater efficiency and cost savings.

Computacenter will show you how as both an aggregator and accelerator of technology provision.





MAXIMISE THE POTENTIAL...

...OF LEVERAGING VOLUME AGREEMENTS



LEVERAGE VOLUME AGREEMENTS

Computacenter is an industry-recognised leader in software solutions. Our unrivalled international technology sourcing heritage and deep relationships with software vendors **ensure that we support you in obtaining the most cost-effective solution for your organisation on a truly global scale.**

Computacenter can provide Private Marketplace Offers customer pricing via Marketplace to facilitate ISV contract flexibility, and allow customers to benefit from negotiated/bespoke commercial terms.





MAXIMISE THE POTENTIAL...

...OF PRIVATE MARKETPLACE



PRIVATE MARKETPLACE

Computacenter can help customers implement and/or run a Private Marketplace, which enhances procurement guardrails, allowing organisations to understand which software they own, who can access that software, and how they can control costs. Private Marketplace enables organisations to create a custom catalogue of pre-approved products with defined user permissions.

Computacenter can help you to test, source and deploy the most effective software solution. We can enable you to buy smarter by helping you develop your Private Marketplace to reflect the software that supports your business needs.

This will ensure that you have visibility and control of your software spend.





MAXIMISE THE POTENTIAL...

...OF PROCUREMENT WITH COMPUTACENTER

PROCUREMENT

Computacenter, in collaboration with Marketplace, will help you to accelerate your software procurement and achieve greater visibility and control, reduced complexity and costs, with increased compliance and security.

Marketplace allows you to centralise governance, innovate quickly and launch software products whilst helping ensure they align with your organisation's policies and compliance requirements.

In collaboration with Marketplace, Computacenter will help facilitate standardised engagements through governed contracts. Our customers can centralise software approvals through their procurement system of choice to ensure all purchases are compliant with their internal policies, whilst increasing visibility into software orders, billing and budgets.

Using tools from Marketplace, Computacenter helps customers find the important balance between agility and governance, by offering self service capability combined with procurement oversight and guardrails.



SOFTWARE OPTIMISATION

OUR PROVEN APPROACH TO SOFTWARE SPEND OPTIMISATION COVERS LICENSING, COMMERCIAL AND TECHNICAL AREAS OF EXPERTISE, PROVIDING DEMONSTRABLE SAVINGS FROM PROCUREMENT SPECIALISTS. THIS IS SUPPORTED BY VENDOR-INDEPENDENT TECHNICAL AND LICENSING SUBJECT MATTER EXPERTS FOR CLOUD AND ON-PREMISE SPEND.

1 CONTRACT RIGHTSIZING & SOFTWARE HARVESTING

- Reduce volumes and renegotiate against entitlement
- Demand challenge on licenses ensuring essential usage only
- Removal of minimal volume thresholds
- Contract aligned – multi-year for strategic products or short-term for tactical

2 SUPPORT AND MAINTENANCE REVIEWS

- Review contracts against severity of incidents
- Assessment of risk appetite on non-critical service support products
- Potential for in-house support
- Renegotiate maintenance percent of license cost
- Review SLAs and response times
- Consideration of T&M contracts

3 CONTRACT AND LICENSING OPTIMISATION

- Renewal of global agreements
- Removal of regional limitations
- Contain costs on growth areas of software usage
- Negotiate unit rates
- Negotiate volume rebates
- Remove unnecessary products and services
- Review licensing bundles
- Identify duplicate / overlapping software products

4 SOFTWARE TAIL CONSOLIDATION

- Agree aggregated demand where economies of scale are required
- Standardise products via a Private Marketplace
- Standardise pricing to stop inconsistent rates
- Improved demand management and forecasting
- Removal of all non-essential software



LET'S TALK

To find out more about how Computacenter can help you maximise the potential and cost savings of finding, buying and deploying third-party software, services and data, almost instantly with Marketplace, please contact your Account manager.



ABOUT COMPUTACENTER

Computacenter is a leading independent technology and services provider, trusted by large corporate and public sector organisations. We are a responsible business that believes in winning together for our people and our planet. We help our customers to Source, Transform and Manage their technology infrastructure to deliver digital transformation, enabling people and their business. Computacenter is a public company quoted on the London Stock Exchange [CCC.L] and a member of the FTSE 250. Computacenter employs over 20,000 people worldwide.

www.computacenter.com